

# Spotlight



## On ISM Groups and Forums



### ASSOCIATION MANAGEMENT FORUM

The Association Management Forum (AMF) has developed a new Web site, which can be accessed at [www.ism.ws](http://www.ism.ws) — ISM Affiliates, Groups and Forums or directly at [www.redlabnet.net/ism\\_amf/index.html](http://www.redlabnet.net/ism_amf/index.html). We will post upcoming events, a selection of speakers with topics, job seekers listing and other valuable tools to assist affiliate leadership.

The AMF will hold their annual membership meeting at the upcoming ISM 89th Annual International Supply Management Conference, Philadelphia, PA on Sunday, April 25, 2004 at 3 p.m.; room location will be posted at the conference. We would like to see as many AMF members as possible so that we can discuss upcoming events, goals and objectives for this Forum.

#### Meet the Executive Committee:

Our incoming Chair is David Van Valkenburgh, A.P.P. who has more than 20 years experience in the manufacturing and production industry. He has worked as a Design Engineer, Manufacturing Manager and Operations Manager. David is currently employed at Micromeritics Instrumentation Corporation in Norcross, Georgia as Director of Materials. David currently serves on the Pro-D Committee for NAPM—Georgia, Inc. and holds the position of National Chair-Elect for the Association Management Forum for the Institute for Supply Management™.

Gary Staab, C.P.M. is our incoming Chair-Elect and has more than 20 years of experience in purchasing and supply chain management. His career has spanned a diverse range of industries including agricultural equipment, iron foundry, steel fabrications and custom engineered material handling equipment. In addition to the traditional procurement roles he has served as safety director, government compliance manager and a variety of manufacturing engineering functions. Presently, Gary is President of the NAPM—Milwaukee, Inc., one of the largest affiliates in ISM. In Milwaukee, he has held numerous positions such as Board Members Pro-D Committee Chair and Secretary/Treasurer. Gary was selected to serve on the first ISM Affiliate Support Council created in 2001 and has been a regular and active participant in ISM's Leadership Training Workshops.

Kathleen Perna is our support person who is currently the Executive Director of NAPM—New Jersey, Inc. She is the outgoing Chair of the Association Management Forum and is a current member of the Groups and Forum Support Council and ISM Leadership Training Planning Committee.

If you would like to volunteer to serve on the Executive Committee or need additional information, please contact David Van Valkenburgh, A.P.P., 478/757-8991 or [Davevan5674@aol.com](mailto:Davevan5674@aol.com).

Submitted by **Kathleen Perna**,  
Forum Chair



### FEDERAL ACQUISITION & SUBCONTRACT MANAGEMENT GROUP

The Federal Acquisition & Subcontract Management Group (FASMG) serves to facilitate the networking of those ISM members involved in supply management related to government agencies. Membership in FASMG is free and is one of the benefits of your membership in ISM. All you need to do is sign up ("join us") on our Web site at: [www.fasmg.org](http://www.fasmg.org) and we will forward information of interest to you and your colleagues.

#### What will you get for your membership?

- Membership in one of the fastest growing ISM Groups.
- Membership in "the" FASMG Group whose diverse membership base is actively involved at various stages including prime/subcontract level of contracting for goods, software and/or services for ultimate use by federal, state or local governments. Members are involved in domestic materials as well as in the international markets including those governed by various federal governmental regulations, e.g. FAR and DFARS. Finally, the all important impact of "commercial terms and conditions and processes" which sometimes find their "genesis" in commercial item acquisition by the federal government.
- A free subscription to "Regulatory Updates"—an award-winning Internet distributed newsletter providing a concise overview of significant and current developments at the federal contracting/regulatory level, on those topics important to FASMG members. Current and past Updates are in the process of being posted to the FASMG Web site. Further, these can also be delivered to your e-mail address, if you wish.
- A free subscription to "ADR Tips"—a summary of Alternative Dispute Resolution (ADR) cases, analyses, opportunities, etc. to assist members in drafting better dispute resolution clauses, understand better how to resolve disputes, etc.
- FASMG will continue to post articles of general interest on our Web site.
- FASMG will continue to host workshops and conferences in various convenient locations in the U.S. for ISM affiliates, etc.

- FASMG is in the final phase of developing a Speakers Roster as an adjunct to the ISM Speakers Bureau Directory.
- As the FASMG Web site develops there will be a site to pose questions and get answers from others involved in government procurement.
- Networking will be made available at future ISM Annual International Supply Management Conferences.
- FASMG will continue to sponsor workshops of interest at each Annual International Supply Management Conference—Five programs in Philadelphia this year! More than any Group, except one!
- FASMG membership directory is planned to be continued—assistance in “networking.”

You receive all this and more for simply signing up! The information and ability to contact your peers is priceless. Why not sign up today?

#### Contacts:

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Submitted by **Charles Rumbaugh**,  
Group Chair



### GLOBAL GROUP

The Global Group of ISM focuses on the needs of the supply manager involved, or just starting to get involved, with sourcing across international borders. Our Group tries to provide resources and references for use by this very diverse group of members.

During the past few years the Global Group has sponsored speakers at the ISM Annual International Supply Management Conference as well as other content for the members as a resource to assist in the development of this activity. Our future goals include sponsor of speakers as well as a ‘pre-conference’ seminar on aspects of global sourcing and business. In addition, we will be providing content by way of articles in the *Inside Supply Management*® publication.

During this last year we have elected a new board to guide our organization as well as clarified the Groups function with a name change to better reflect our focus. You can gain more insights into our Group by going to our Web site at [www.ismglobal.org](http://www.ismglobal.org). Included on our Web site is a work in process called Core Knowledge. This document is in constant review to assure that it reflects the latest understanding and knowledge of the volunteer leadership concerning global procurement and travel. We invite comments and feedback on the information shared so that we can, to the best of our abilities, keep this document up to date with what really works in the marketplace.

We encourage every member interested in learning or sharing their knowledge to get involved with the Groups and Forums of your interest. This member benefit offers great opportunities to connect with other purchasing or supply management professionals who are involved in the same arena you are and may be facing the same issues

you thought were unique to your position. We certainly welcome all involved or getting involved in global work to join our ranks so that we can mutually benefit. The true benefit of involved membership in the organization at the affiliate or Group and Forum level is networking with others who share your “problem” and can offer collective wisdom on resolving it.

Always remember, like a desk draw involvement in an organization follows the old rule, what you put into it will determine what you get out of it. Thanks for getting involved.

Submitted by **Tony Noe, C.P.M., A.P.P., CIRM**,  
Group Chair



### Hospitality Supply Management Forum (HSM)

The HSM received final approval as an ISM Forum in January 2004. The mission of the HSM is “to be the premier education and networking forum for hospitality industry supply management.” The HSM board believes the Forum will be extremely successful, with great educational sessions and networking events. In addition, C.P.M., A.P.P. and CFPM tests and accreditations will also be offered.

“We are very excited about the synergies created with ISM and have positive feedback from members already,” says HSM Chairperson Dan Crimmins, purchasing manager, University of Notre Dame Food Services. “We believe that our strategic objectives are closely aligned with those of ISM, namely to improve the image and expand the sphere of influence of supply management professionals through education. We see HSM becoming the industry source for new supply management professionals to add new tools to their professional toolbox and for industry veterans to ‘sharpen the saw.’ Since ISM’s C.P.M. and A.P.P. certification programs are prerequisites for our CFPM (Certified Foodservice Purchasing Manager) certification, the affiliation with ISM will also allow us to strengthen the CFPM program. This ultimately helps our members to progressively add value to their organizations. The support from ISM so far has been outstanding and the volunteer board that has dedicated their time to put this group together has been incredible to work with.”

The Hospitality Supply Management Forum hosts two annual conferences: The Annual Spring Meeting is being held May 19-21, 2004 held at The Palmer House Hilton in Chicago, IL and will coincide with the NRA show.

Planning for the Annual Fall Conference is underway. Please watch the HSM Web site, for details as they become available.

For additional information on the Hospitality Supply Management Forum or the conferences, please visit the Web Site: [www.ism.ws/sites/hospitalitysupplymgmt](http://www.ism.ws/sites/hospitalitysupplymgmt).

Submitted by **Dan Crimmins**,  
Forum Chair



### MATERIALS MANAGEMENT GROUP

The Materials Management Group (MMG) promotes professional development, best practices and networking opportunities in our broad profession. Our field encompasses all aspects of purchasing, production planning, inventory management, warehousing, traffic, transportation and other related activities. We are continuing to revitalize the MMG and invite you to participate with us. We are in the process of establishing closer ties with

ISM affiliates and increasing MMG enrollment. Our Web site is [www.ismmmg.org](http://www.ismmmg.org), and we urge interested ISM members to enroll in the MMG through the ISM Web site at [www.ism.ws](http://www.ism.ws). We want to hear from ISM members who would like to help represent the MMG in their area or participate in planning at the national level. We need more volunteers and more ideas on how we can add value for our members and profession. We are open to cosponsoring events with ISM affiliates.

The MMG newsletter features articles by leading purchasing and materials professionals. Our editorial staff welcomes your articles. Contact us with your materials-related problems and questions. Quite possibly some of our staff, members or associates have ideas that can benefit us all. Also contact us to be added to the newsletter distribution list or for general inquiries.

The MMG is sponsoring several presenters at the 89th Annual International Supply Management Conference and Educational Exhibit in Philadelphia. We are also planning an MMG Conference in Las Vegas for spring 2005.

*Submitted by Fred Lutz, C.P.M., CIRM,  
Group Chair*



### MAINTENANCE, REPAIRS & OPERATIONS GROUP (MRO)

#### Seventh Annual MRO Conference & Workshops

You should have been there! The Sixth Annual Conference & Workshops, in New Orleans was our most successful ever. The speakers provided just the right mix of academic input and practical How-To case studies. The attendees, representing more than 60 companies, made for great networking and experience exchange. Maybe you can attend our Seventh Annual!

The MRO Group is finalizing plans for the seventh Annual MRO Conference and Workshops. It is set for August 30-September 2, 2004 in Las Vegas, Nevada at the JW Marriott Resort. We have great hotel rates. Additional information will be available later on our Web site [www.ism.ws/sites/mro](http://www.ism.ws/sites/mro) and in special mailings. This is the MRO Group's highlight event of the year and last year's event, in New Orleans, was the best attended ever and growing each year! If you wish to receive additional information or would like to insure your name is on the mailing list for the event, please contact Group Chair, Joel Thomas (479/527-9062, or e-mail [mrogroup@sbcglobal.net](mailto:mrogroup@sbcglobal.net)).

#### International Conference & Local Events

The MRO Group is sponsoring five session workshops at the Annual International Supply Management Conference in Philadelphia this late April. The MRO Group is also beginning the planning process for presenting regional-based special events again, after a short national economy delay. Travel and training constraints for many of our members have been removed. If your affiliate is large enough and has an interest in working closely with us to promote a local area-wide conference and workshop event please get in touch. Our well received and supported conferences offer a full line-up of speakers and topics from leading-edge technology, from academia and from practitioners with real case studies to discuss with you. These conferences and workshops serve as a fundraiser for your affiliate and as a great educational and professional development event for the membership.

### Organization

We have operated for a number of years under a Steering Committee organizational mode. This has been a very successful formula for growth and establishing a base for continued growth. Last year, an effort to evolve to a more standardized organization began with the intent of providing for maintenance of current programs and development for the future. To this end, the Steering Committee continues to work toward development and approval of a set of rules of management, along with succession planning, etc. This will, hopefully, provide for continued service to our membership.

For any of the areas of service to our membership, please send me your thoughts and suggestions.

Joel L. Thomas, Chair  
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*Submitted by Joel L. Thomas,  
Group Chair*



### NEW YORK/NEW JERSEY FORUM

The ISM NY/NJ Forum has begun efforts to combine the calendars of affiliates within their membership area by developing a Professional Development Affiliate Joint Calendar. The purpose is to be able to better coordinate between each affiliate so that we can provide a consolidated resource for our membership. Our goal is to schedule programs that complement each other or that are being offered at different times throughout the year thus improving value to our membership.

Each year the Forum holds a Workshop and Conference with topics covering professional development programs and leadership training programs in our region. The Conference provides the attendees the best in professional development and an exciting opportunity to learn, interact and enjoy the comradeship and company of fellow professionals.

There are three tracks offered for the attendees: Elements of Supply Chain Management, Personal/Professional Growth and Affiliate Leadership Support. All of these tracks have tools and programs for effective communications and fulfillment for individual ISM members that the participants can take back to their local affiliate, as well as, their professional positions. The Conference is not only for affiliate officers, but for the entire membership and will be held in Glens Falls, October 15-16, 2004.

For additional information on Forum events and membership, please visit our Web site at [www.ism-nynj.org](http://www.ism-nynj.org) or contact the Forum Chair:

J. Terry McLaughlin  
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*Submitted by Elizabeth Blackman, C.P.M.,  
Forum Secretary/Treasurer*



## SERVICES GROUP

The Services Group is dedicated to supply management professionals who work for services based organizations or who are responsible for sourcing and contracting of services within their organizations.

### 2004 Services Conference:

Building off its momentum from 2002, the ISM Services Group held another outstanding conference in 2003. On December 4th, more than 165 people gathered in Scottsdale, Arizona for a 1-1/2 day program that focused on key issues pertaining to the purchasing of services in today's global economy and business climate. The attendees, representing a 30 percent increase over last year's attendance, gave high marks to the conference as the average rating they gave the presentations was a score of 4.14 on a scale of 1 to 5. At the conclusion of the conference, more than 93 percent of the attendees also acknowledged that they would recommend the conference to others, many of them who said that they intend to return next year.

The success of the conference was directly attributed to an outstanding slate of speakers, the topics addressed and an environment that encouraged networking and the exchanging of information. Headlining the presentations were Roy Anderson from MetLife, John Stephens from Microsoft, John Sharman with IBM, Scott Gillespie from Travel Analytics, Dr. Larry Giunipero, Ph.D., C.P.M. from Florida State University and R. David Nelson, C.P.M., A.P.P. from Delphi Corporation.

In combination with the rest of the presenters, the above speakers made for an excellent blend of purchasing practitioners, solution providers and academia. The subject of their presentations covered organizational transformation, online services procurement, managing print services, travel services, supplier performance and outsourcing. In addition, round table discussions proved to be quite popular as they offered attendees the opportunity to focus on topics most important to them and to seek input from fellow professionals on issues directly facing them.

You can find the presentations given by the speakers at the Services Conference on the Services Group Web site: <http://ismservicesgroup.org/>

Plans are already underway for next year's conference which will be held in Scottsdale on December 2-3, 2004, so mark your calendars and plan on attending.

### Chat Sessions:

In response to feedback received from members, the Services Group presented a chat session on "Reverse Auctions." Some of the organizations represented included: Lincoln Financial Services, Sonoco, Pearson, JD Kelly, Hartford Financial, UCLA, Quest Diagnostics and Honeywell.

### ISM's 89th Annual International Supply Management Conference and Educational Exhibit:

The Leadership Council of the Services Group will be sponsoring four sessions at the 89th Annual International Supply Management Conference and Educational Exhibit in Philadelphia, PA:

- **Session CI** — Attaining a World-Class Supply Management Organization Through Strategic Initiatives — Peter E. O'Reilly, C.P.M., A.P.P., DPS, Chief Purchasing Officer, AMERIGROUP

- **Session DH** — Contracting for Services: A Practical Review of the Contracting Process — Jim Haining, MBA, C.P.M., A.P.P., Manager, Corporate Agreements Sprint
- **Session EH** — Delivering World-Class Service — Eberhard E. Scheuing, Ph.D., C.P.M., A.P.P., ISM Professor Emeritus, St. John's University
- **Session GE** — Challenges of Complexity in Global Manufacturing: Insights to Effective Supply Chain Management, Growth and Profitability — Richard O'Connor, CPA, National Director of Collaborative Supply Chain Management, Deloitte & Touche

There will be a membership meeting of the Services Group during the Annual International Supply Management Conference.

### New Services Group Members:

Anyone wishing to join the Services Group can do so by contacting:

Peter Mayer, C.P.M., Director of Membership Services, [petermayer@cox.net](mailto:petermayer@cox.net)

Submitted by **Peter O'Reilly, DPS, C.P.M., A.P.P., Group Chair**



## SOUTHWEST SUPPLY CHAIN FORUM

The ISM Southwest Supply Chain Forum (SWSCF) provides educational and networking opportunities for purchasing and supply management professionals within the five (5) state areas of Kansas, Louisiana, New Mexico, Oklahoma and Texas. It is our mission to provide the highest level of educational development opportunities to members and encourage their purchasing and supply management organizations to become best-in-class.

The SWSCF sponsors the Excellence in Innovative Supply Management (EISM) award to recognize and reward organizational excellence in the purchasing and supply management field. With this award, the forum is providing value not only to its members but to their respective companies. Achieving this award will not only showcase your company's innovative best practices on a regional level but will promote the purchasing/supply management department within the company. Five (5) companies achieved this prestigious award in 2003. You do not have to be a member of the Forum to apply. For details visit our Web site at [www.ismswscf.org](http://www.ismswscf.org).

The SWSCF sponsors a unique educational opportunity at its Southwest Purchasing Conference. The conference, held in October of each year, offers multiple educational opportunities, networking with colleges from many states and a wide variety of industries, interesting keynote speakers, C.P.M., A.P.P reviews and testing, a vendor exposition, a golf tournament and the EISM award is presented at this conference. Mark your calendar to be in Oklahoma City, Oklahoma, October 14-15, 2004. You will soon be able to visit [www.ismswscf.org](http://www.ismswscf.org) for the details of this conference; it offers high value for the dollar.

The SWSCF seeks to expand the knowledge, skills and professionalism of our members through the support of membership and our national organization.



For more information about the Southwest Supply Chain Forum, the EISM or the Southwest Purchasing Conference, please contact:

Carol Cooper, C.P.M., Chair  
cacooper@ci.garland.tx.us  
www.ismswscf.org

Submitted by **Carol Cooper, C.P.M.,**  
Forum Chair



## UTILITY PURCHASING MANAGEMENT GROUP FORUM (UPMG)

The Utility Purchasing Management Group Forum (UPMG) articulated new vision and mission statements this past year; keeping the same name because it dates back to 1924, is among the oldest forums in the Institute for Supply Management™ and it is widely known. In addition, we recognized that as the group evolved, one of the primary accomplishments has been facilitating relationships among utilities and their suppliers. Decision makers on both sides of the table can make their needs and positions clear in a forum conducive to efficient and effective communication and with that spirit we adopted a new tag line, "Forging Strategic Relationships Since 1924."

The Vision of the UPMG is "To be the preeminent utility industry source for sharing of information, ideas, concepts and best practices as they relate to the discipline of procurement and materials management."

The Mission: The UPMG exists as a professional organization to implement industry-wide programs focused on the education and personal development of its membership, the sharing and development of best practices with a special emphasis on the strategic contribution of the supply chain, and the support and advancement of the supply chain management profession in accordance with the policies and guidelines established by the Institute for Supply Management™.

Ellen Richardson of MEAG Power in Atlanta, First Vice Chair, and the Executive Committee are currently planning for our next Annual Conference scheduled for September 26-28, 2004, at the Fairmont Hotel in Chicago. Serving on the UPMG Executive Committee provides networking opportunities that will benefit member organizations in purchasing and supply chain management. A partial list of what UPMG is planning follows:

- Analysis of the gap between supplier and buyer evaluations of the achievement of best practices. Ongoing research on where the gaps are and how to close them.

- Lessons learned from war zone logistical accomplishments
- The economy, what's in store for demand, mergers, regulation, etc.
- How to achieve the potential of diversity in the workplace and marketplace
- Outsourcing, a case study by a major utility
- Contracting for services and managing the contract

Nationally recognized keynote speakers will motivate and enlighten participants, while a golf outing, reception and downtime offer an ideal opportunity for discussion and networking on issues, trends, and innovations with colleagues and industry-leading speakers. Topics covered are general enough to appeal to anyone in business and attendees of the two-day conference earn ISM Continuing Education Hours that can be used toward their C.P.M./A.P.P. recertification.

Conference registration information is available at [www.upmg.org](http://www.upmg.org).

UPMG annual conferences are open to investor-owned (gas, electric, water) utilities, co-op utilities, municipal utilities...anyone in the utility business or serving that business. The 73rd Annual Conference will also be open to ISM members in the Chicago area regardless of their industry affiliation.

Recognizing that the utility industry continues to be in the midst of turmoil, John Nobriga of Portland General Electric, Forum Immediate Past Chair, stated, "As procurement professionals, we are increasingly called upon to help make significant contributions toward the sometimes daunting financial challenges facing many of our corporations ... achieving the right chemistry through teamwork [& strategic alliances] is key, and will be an important outcome of our conference." Ed Morton of Duke Energy, Forum Chair, says, "The idea of supply chain suggests a team of people that take a raw resource and deliver it in final form to its ultimate use. The team, process, and the big picture and finding the strategic value in all of this is our focus."

Up-to-date conference information is available on our web site, [www.upmg.com](http://www.upmg.com). Save the dates of September 26-28, 2004 for this excellent and low cost opportunity! September is a great time to be in Chicago, which has much to offer in culture, dining, entertainment, shopping and waterfront activities.

Submitted by **Philip Arbuckle,**  
Forum Conference Manager

## GROUP AND FORUM CHAIRS

### Forums

#### Association Management Forum

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#### Hospitality Supply Management Forum

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#### New York/New Jersey Forum

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#### Petroleum Industries Buyers Forum

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#### Pharmaceutical Forum

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#### Rail Industry Forum

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#### Southwest Supply Chain Forum

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#### Steel Buyers Forum

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#### Utility Purchasing Management Group Forum

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### Groups

#### Chemical Group

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#### Eastern Purchasing and Supply Management Group

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#### Electronics Group

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#### Federal Acquisition and Subcontract Management Group

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#### Global Group

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#### Logistics and Transportation Group

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#### Materials Management Group

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#### Medical Industry Group

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#### Minority and Women's Business Development Group

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#### Northeast Supply Management Group

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#### Services Group

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#### Southeastern Professional Procurement Group

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#### Women in Leadership Group

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For a complete listing of Group and Forum officers, visit the ISM Home Page ([www.ism.ws](http://www.ism.ws)); move cursor to Members Only; on foldout menu, select Association Governance — you'll need your ISM ID number — click on National Officers Directory, scroll down to Groups or Forums.

### To access an ISM Group or Forum Web site:

1. Go to **www.ism.ws**
2. Move cursor to **Members Only**
3. On foldout menu, select **Affiliates, Groups & Forums**
4. Select **Affiliate/Group/Forum Web Sites**
5. Select **ISM Group and Forum Web Sites**
6. Then select the **Group or Forum** of your choice

### To access the Discussion Forums:

1. Go to **www.ism.ws**
2. Move cursor to **Members Only**
3. On foldout menu, select **Discussion Forum**
4. Select **Enter Member Forum Area**
5. Scroll down and choose the **Discussion** of your choice

Consider the benefits of belonging to one of ISM's Special Interest Groups or Forums. Complete the attached form and return it to ISM. You will be added to the membership roster of the Group or Forum indicated on your enrollment form.

## About ISM's Special Interest Groups and Forums

### GROUPS:

ISM Groups are composed of members with common interests for education and networking in various topics. Group membership is **open** to all ISM Regular members.

#### **Chemical Group**

Supply management professionals of chemicals, drugs, pharmaceuticals and allied products companies.

#### **Eastern Purchasing and Supply Management Group**

Exists to educate, develop, and advance the purchasing and supply management profession in the following areas, including but not limited to Pennsylvania, Maryland, Delaware, Virginia, North Carolina, South Carolina and the District of Columbia.

#### **Electronic Commerce Group**

Composed of members who have interest in all types of purchasing on the Internet.

#### **Electronics Group**

Procurement professionals for OEMs, suppliers, and distributors of high-tech products and services. This Group provides market and commodity-based educational and networking opportunities.

#### **Federal Acquisition and Subcontract Management Group**

Network on governmental control of the procurement and subcontract management process and your influence on its dominance.

#### **Global Group**

Composed of members who have the responsibility for the purchasing of global products and services.

#### **Logistics and Transportation Forum**

Composed of members throughout the United States who have responsibility for buying transportation or logistics services.

#### **Maintenance, Repairs and Operations (MRO) Group**

Purchasers and others involved in the procurement of indirect materials and MRO supplies versus the raw materials directly contained in the finished product.

#### **Materials Management Group**

Promotes the proper utilization of the management of materials and services in the corporate structure through training, education and professional promotion.

#### **Medical Industry Group**

Purchasing and supply management for hospitals and similar institutions; purchasing managers and buyers for manufacturers and distributors of healthcare products and services.

#### **Minority and Women's Business Development Group**

To educate and offer guidance regarding development and/or implementation of meaningful minority supply management programs providing business opportunities for minority- and women-owned firms.

#### **Northeast Supply Management Group**

Composed of members who have an interest in the interchange of ideas and knowledge that are specific to industries and commodities within the Northeast United States.

#### **Services Group**

Promotes a focus on providing "best practices" information to its members who are either in service industries or who buy services.

#### **Southeastern Professional Procurement Group**

Composed of members who have interest in the interchange of ideas and knowledge that are specific to industries and commodities within the Southeastern United States.

#### **Women in Leadership Group**

Provides an opportunity to educate members and companies on how to better develop and advance women within the supply management profession.

### FORUMS:

ISM Forums are composed of members who purchase in a specific sector, and come together for the sole purpose of exchanging information and ideas about purchasing in that specific sector. Forum membership is **limited**.

#### **Association Management Forum**

Represents those members of ISM who are involved, either as employees or volunteers, with the management of their affiliate.

#### **Hospitality Supply Management Forum**

Supply management professionals, including foodservice purchasing managers, in the hospitality sector.

#### **New York/New Jersey Forum**

Represents members of ISM who are members of affiliates in New York and New Jersey.

#### **Petroleum Industries Buyers Forum**

Purchasers for refining companies and petroleum product producers.

#### **Pharmaceutical Forum**

Composed of members having responsibility for purchasing within the research-based pharmaceutical and biotech industry.

#### **Rail Industry Forum**

Purchasing and supply management people working within the North American rail industry.

#### **Southwest Supply Chain Forum**

Represents those affiliate members of ISM in the area encompassing Kansas, Louisiana, New Mexico, Oklahoma, and Texas and is committed to provide the highest level of educational development opportunities to every purchasing and supply management professional in this geographic area.

#### **Steel Buyers Forum**

Supply management professionals who work with the steel industry, steel buyers and local steel buyers' groups to promote a better understanding of the steel buying function.

#### **Utility Purchasing Management Group Forum**

Officers, managers, and employees of gas and electric utilities who are directly involved in purchasing or supply management.

**If you are interested in  
volunteering for a leadership**

**position in an ISM Group**

**or Forum, please contact**

**Melanie DePalma at**

**800/888-6276, extension**

**3062 or via e-mail**

**at [mdepalma@ism.ws](mailto:mdepalma@ism.ws).**

## ISM National Group/Forum Enrollment Form

*Groups and Forums offer their members the opportunity to promote the interchange of ideas and discussion of mutual challenges in their special area of interest.*

*To become a member of a national Group or Forum, "X" the one that best represents your industry.*

### GROUPS

ISM Groups are composed of members with common interests for education and networking in various topics. Group membership is open to all ISM Regular members.

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Chemical                                       | <input type="checkbox"/> Global                                  | <input type="checkbox"/> Minority and Women's Business Development |
| <input type="checkbox"/> Eastern Purchasing and Supply Management       | <input type="checkbox"/> Logistics and Transportation            | <input type="checkbox"/> Northeast Supply Management               |
| <input type="checkbox"/> Electronic Commerce                            | <input type="checkbox"/> Maintenance, Repairs & Operations (MRO) | <input type="checkbox"/> Services                                  |
| <input type="checkbox"/> Electronics                                    | <input type="checkbox"/> Materials Management                    | <input type="checkbox"/> Southeastern Professional Procurement     |
| <input type="checkbox"/> Federal Acquisition and Subcontract Management | <input type="checkbox"/> Medical Industry                        | <input type="checkbox"/> Women in Leadership                       |

### FORUMS

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- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Association Management        | <input type="checkbox"/> Petroleum Industries Buyers | <input type="checkbox"/> Southwest Supply Chain              |
| <input type="checkbox"/> Hospitality Supply Management | <input type="checkbox"/> Pharmaceutical              | <input type="checkbox"/> Steel Buyers                        |
| <input type="checkbox"/> New York/New Jersey           | <input type="checkbox"/> Rail Industry               | <input type="checkbox"/> Utility Purchasing Management Group |

After submitting this form, your name will be added to the appropriate Group/Forum membership roster.

Your ISM ID Number: \_\_\_\_\_ Dr. \_\_\_\_ Mr. \_\_\_\_ Mrs. \_\_\_\_ Ms. \_\_\_\_ Miss \_\_\_\_

First Name: \_\_\_\_\_ M.I.: \_\_\_\_\_ Last Name: \_\_\_\_\_

Organization Name: \_\_\_\_\_ Title: \_\_\_\_\_

Mailing Address: Business \_\_\_\_\_ Home \_\_\_\_\_ C.P.M. \_\_\_\_\_ A.P.P. \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code (+ four): \_\_\_\_\_ - \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

**ONLINE ENROLLMENTS:** Visit [www.ism.ws](http://www.ism.ws); move cursor to **Members Only**; on foldout menu, select **Affiliates, Groups & Forums** — you'll need your ISM ID number — select **Group/Forum Enrollment Form**.

**MAIL OR FAX TO:** ISM Affiliate Support, P.O. Box 22160, Tempe, AZ 85285-2160

**FAX:** 480/752-7890